



# RCLCO

# PUBLIC SECTOR

## REAL ESTATE SERVICES

RCLCO is a leading real estate advisory firm that provides end-to-end real estate solutions to federal, state, and local governments, foundations, international organizations, institutions, nonprofit organizations, and colleges and universities. Since our founding more than 40 years ago, RCLCO has been providing public agencies throughout the nation with mission-critical, actionable advice designed to unlock the inherent value of their real estate assets.

On an ever-increasing basis, public agencies are turning to their real estate holdings as a mechanism to reduce the burden on appropriated dollars. RCLCO provides the strategic advice to develop a market-driven, financially sound plan; the transaction capability to execute such a plan; and the implementation expertise to oversee a plan through completion. We recognize that public agencies' goals and objectives extend beyond financial benefits, and we are uniquely qualified to assist in meeting the social objectives of the myriad of stakeholders involved in public sector activities.

### VALUE ADDED SERVICES

- Creative structuring of public/private partnerships to ensure that maximum value is achieved without exposing the public agency to unnecessary financial risk
- Design and implement stakeholder engagement programs to ensure that diverse social objectives are adequately addressed by the proposed solution
- Analyze the economic impact of proposed programs to identify and assess the potential ancillary benefits to be gained and any possible drawbacks from the prospective project
- Test and analyze the market to develop a viable economic development strategy for state and local municipalities and redevelopment authorities forced to deal with the impact of base realignment and closure actions
- Provide real estate expertise throughout the implementation phase of a project to ensure that the client's original goals and objectives are achieved

### EXPERTISE

- Understanding the public sector environment, the development process, and the need for accountability to all stakeholders, including government agencies, the community in which a project is located, employees, private sector partners, and taxpayers
- Assessing demand potential for new development
- Identifying and evaluating all potential conveyance and financing structures
- Modeling and understanding likely financial performance based on real market analysis
- Identifying and attracting joint venture development partners

TIMOTHY MCGARRITY  
Managing Director  
Washington, D.C.  
Tel. 240.644.0983  
[tmcgarrity@rclco.com](mailto:tmcgarrity@rclco.com)  
[www.rclco.com](http://www.rclco.com)